

Tourism Development

Budget Message

FY 2003/04 and 2004/05

Tourism Development positions Seminole County as "Florida's Natural Choice" and continues to successfully promote the County as a destination of choice worldwide. Research indicates that Seminole County hosted 800,000 overnight visitors in 2002. The economic impact from those overnight visitors was \$338 million. The tax revenue from visitors was \$1.6 million through gasoline, lodging and sales taxes, with an additional \$1.5 million for County schools. Six thousand Seminole County residents are employed in Tourism.

Through advertising and promotion, the area is portrayed as a unique experience for visitors. The County's many natural and historical attractions are communicated to potential visitors as a great place to visit as part of an Orlando vacation. Research indicates that every dollar of tourism advertising results in \$81 in visitor spending.

The County's hotels primarily cater to the corporate traveler during the week. Weekends and holiday periods are less active. Weekends and holiday periods are less active, although sporting events play a major role in increasing weekend and holiday travel. Tourism marketing efforts are therefore targeted to the leisure and sports traveler to increase visitation during the weekends as well as the slower periods of the year.

Through an increased advertising budget, Tourism Development will strengthen the awareness of Seminole County's appeal worldwide. We will also target airlines coming into the Orlando Sanford International Airport.

Our international target markets will focus on the United Kingdom. They will be reached through trade shows, travel writer contacts, and personal sales calls on travel agents and tour operators.

Another important promotional effort is inviting journalists to Seminole County. During FY 2001/02, Seminole County was featured in print space valued at more than \$600,000 in national and international newspapers, magazines, television, and radio editorial promotions. This is a result of our intensified media relations efforts. We will continue to bring journalists to the County for a series of "Camp Seminole" activities so that they can experience first-hand the natural and historic attractions their readers can experience in Seminole County.

Our success as a **sports destination** continues to expand. Our exceptional facilities at the Seminole County Sports Training Center at Sylvan Lake Park, Lake Brantley Aquatic Center, and the Seminole County Softball Complex are only a few of the sports facilities that have gained both national and international awareness. Seminole County is currently seeking a high profile tenant for Sylvan Park.

Through our partnership with the Central Florida Sports Commission, Seminole County is represented to the national governing bodies of all sports. Regional and Seminole County specific events will be promoted in sports such as soccer, lacrosse, field hockey, rugby, softball, baseball, swimming, and water polo.

We will also continue to promote golf and tennis for team training, leisure weekends and golf vacations through special promotions.